



We are seeking a proven SBA Business Development Officer to originate and develop SBA loan opportunities in the Colorado market. This is a true business development role for a self-motivated producer who thrives on prospecting, building referral networks, and owning the deal from first call through closing. This role is ideal for a driven, self-starting sales professional who thrives on daily outbound outreach, confidently builds relationships from the ground up, and consistently generates SBA deal flow independently without relying on inbound leads.

### **Primary Responsibilities**

- Proactively originate SBA 7(a) loan opportunities through daily outbound calling and in-person relationship development with:
  - Business brokers
  - Commercial real estate brokers
  - CPAs
  - Attorneys
  - Franchise consultants
  - Other professional referral sources
- Build and maintain a strong personal referral network within the Colorado business community.
- Manage the full loan lifecycle from initial borrower conversation through closing, including:
  - Deal structuring
  - SBA eligibility and SOP compliance
  - Financial analysis and pre-screening
  - Packaging and coordination with internal credit, underwriting, and closing teams
- Serve as the primary relationship manager for borrowers and referral partners.
- Maintain accurate pipeline reporting and forecasting.
- Represent the bank at networking events, industry meetings, and community functions.

### **Required Qualifications**

- Proven experience originating SBA 7(a) loans as a primary producer.
- Strong working knowledge of SBA SOP guidelines, eligibility rules, and structuring requirements.
- Demonstrated ability to generate business through cold calling and referral development.
- Track record of building and sustaining a referral-based pipeline.
- Experience managing deals from opportunity to closing.
- Strong communication, organization, and follow-up skills.
- High level of personal accountability and self-direction.

### **Preferred Qualifications**

- Existing network of referral sources in the Colorado market.
- Experience with business acquisitions, owner-occupied commercial real estate, and complex SBA transactions.

**Midwest Regional Bank is an Equal Opportunity Employer. All offers for employment with Midwest Regional Bank are contingent upon successful completion of a criminal background check, credit check and drug screening. Qualified candidates are encouraged to send resume and cover letter to:**  
**mrowe@mwregionalbank.com**